

Message Text

UNCLASSIFIED

PAGE 01 SANA 00345 230748Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W
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FM AMEMBASSY SANA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3606

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E.O. 11652: NA
TAGS: BEXP, YE
SUBJECT: SALES OPPORTUNITY-AUTOMATIC CAR WASH

1. INDUSTRIAL BANK OF YEMEN HAS ALERTED COMMOFF
TO MARKET POTENTIAL FOR AUTOMATIC CAR WASH
INSTALLATIONS. THERE CURRENTLY THREE INTERESTED
PARTIES. PRESENT METHOD OF CARWASHING BY HAND
AT GAS STATIONS. COST IS HIGH (70 YEMENI RIYALS
OR APPROX 15 DOLLARS PER WASH). DUE TO SCARCITY
OF WATER IN YEMEN, BEST CAR WASH INSTALLATION
WOULD BE ONE WITH CAPACITY OF RECYCLING WATER.
FUTURE MARKET WOULD PROBABLY INCLUDE YEMEN
PETROLEUM CORPORATION (YPC) WHICH CONTROLS
ALL GAS STATIONS IN COUNTRY. YPC ABOUT TO
BUILD SEVERAL MODEL STATIONS TO SUPERSEDE OLD,
DIRUTY INADEQUATE STATIONS. IF CAR WASH
INSTALLATIONS INTRODUCED TO YEMEN, EXPECT
THAT YPC WOULD ALSO CATCH ON TO NEW IDEA.

2. WE UNABLE TO FIND SIC CODING FOR CAR WASHES.
PLEASE NOTIFY COMPANIES IN THIS FIELD WITH
EMPHASIS ON WATER RECYCLING UNITS. INTER-
RESTED PARTIES SHOULD SEND BROCHURES/PAMPHLETS
AND COST INFO TO: COMMERCIAL OFFICE, US
EMBASSY, P.O. BOX 1088, SANA, YEMEN ARAB
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REPUBLIC.
SCOTES

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Message Attributes

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Disposition Event:
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